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Initiators:



Southern Africa Initiative of  
German Business - SAFRI



Organisers:



Industrie- und Handelskammer  
Hannover



# SADC Agricultural Business Forum

Unlocking Potential through German  
Technology Transfer and Investment

**28 – 30 November 2012, IHK Hannover**

Schiffgraben 49, 30175 Hannover

## Preliminary Programme

[www.sadc-agro.de](http://www.sadc-agro.de)

The conference language is English. Alterations to be reserved.

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Niedersächsisches Ministerium  
für Ernährung, Landwirtschaft,  
Verbraucherschutz und Landesentwicklung

Last updated: October 2012

**Wednesday, 28 November 2012**

Hannover CCI region, Lower Saxony

**07:00 p.m. – 09:00 p.m. Reception at the Guesthouse of the Lower Saxony State**

**Government**

Lüerstr. 5, 30175 Hannover

***Welcome Addresses***

**Mr. Gert Lindemann**

Minister for Agriculture of Lower Saxony

Ministry of Food, Agriculture, Consumer Protection and Regional  
Development of Lower Saxony

**H.E. Ahmada R. Ngemera**

Ambassador of the United Republic of Tanzania to Germany and  
Committee Chair "Food, Agriculture and Natural Resources" (FANR)  
of the SADC Ambassadors Group

**Thursday, 29 November 2012**

IHK Hannover, Schiffgraben 49, 30175 Hannover

**08:00 a.m. – 09:00 a.m. Registration & Welcome Coffee**

**09:00 a.m. – 09:15 a.m. Opening Session**

***Welcome Addresses***

**Dr. Horst Schrage**

Chief Executive Officer  
Hannover Chamber of Commerce and Industry

**Dr. Stefan Liebing**

President  
German-African Business Association

**H.E. Amadeu da Conceição**

Ambassador of Mozambique to Germany and  
Chairman of SADC Ambassadors' Group

**09:15 a.m. – 10:00 a.m. Plenary Session**

***Keynote Speeches***

**Ms. Ilse Aigner\***

Federal Minister  
German Federal Ministry of Food, Agriculture and Consumer  
Protection

**H.E. Adam A. Malima**

Deputy Minister of Agriculture, Food Security and Cooperatives of the  
United Republic of Tanzania

**Dr. Mpoko Bokanga**

AgriBusiness Development Unit Chief  
United Nations Industrial Development Organisation (UNIDO)

**10:00 a.m. – 10:30 a.m. Networking Coffee Break**

**10:30 a.m. – 11:00 a.m. Project presentations from Lesotho**

**10:00 a.m. – 11:30 a.m. Project presentations from Malawi**

**11:30 a.m. – 12:30 p.m. Panel I – On the field: Mechanisation, Fertilisers and Irrigation**

***Keynote Speaker***

**Mr. Frank Nordmann**

General Sales Manager Africa  
Grimme Landmaschinenfabrik GmbH & Co. KG

***Discussants***

**Mr. Des. R. Tshikesho**

Under Secretary, Department of Agriculture  
Namibian Ministry of Agriculture, Water and Forestry

**Mr. Marcelo Chaquisse**

Deputy Director of Agricultural Services  
Ministry of Agriculture of the Republic of Mozambique

**Participant from the Malawian Delegation**

**Participant from the Zimbabwean Delegation**

***Chairperson***

**Dr. Franz-Georg von Busse**  
Chief Executive Officer  
Lemken GmbH & Co. KG

**12:30 p.m. – 02:00 p.m. Networking Lunch Break**

**02:00 p.m. – 02:30 p.m. Project presentations from Mozambique**

**02:30 p.m. – 03:00 p.m. Project presentations from Namibia**

**Mr. Petrus Uugwanga**  
Project Manager, Agro-Production Unit  
Namibian Ministry of Agriculture, Water and Forestry

**03:00 p.m. – 04:00 p.m. Panel II – Financing Agricultural Projects**

***Keynote Speaker***

**German Vegarra**  
IFC Global Head Agribusiness & Forestry  
International Finance Corporation (IFC)

***Discussants***

**Mr. Michael Schneider**  
Africa Agriculture Trade and Investment Fund (AATIF)  
Deutsche Bank AG

**Dr. Paul Armbruster\***  
Head of International Relations Department  
German Cooperative and Raiffeisen Confederation (DGRV)

**Participant from the Tanzanian Delegation**

**Participant from the Zambian delegation**

***Chairperson***

**Ms. Franziska Hollmann**  
Director Agribusiness, Forestry & Food  
German Investment Corporation (DEG)

**04:00 p.m. – 04:30 p.m. Networking Coffee Break**

**04:30 p.m. – 05:00 p.m. Project presentations from South Africa**

**N.N.**  
Eastern Cape Rural Development Agency

**05:00 p.m. – 05:30 p.m. Project presentations from Tanzania**

***Investment Partnership Program - Opportunities for Investors***

***- Live-stock Sector***

***- Rice Sector***

***- Sugar Sector***

Southern Agricultural Growth Corridor of Tanzania (SAGCOT) Centre

**05:30 p.m. – 06:30 p.m. Panel III – Off the field: Harvest Management, Agroprocessing and Logistics**

***Keynote speaker***

**Dr. Andreas Blüthner\***

Global Coordinator of Safo and BASF's Food Fortification Team  
BASF SE

***Discussants***

**Mr. Udo Bürk\***

Project Manager, Head of Quality Management  
BioTropic GmbH

**Mr. Edmund Sukuntu**

Quality Management Specialist  
Fresh Produce Export Growers Association, Lusaka, Zambia

**Participant from the Zambian delegation**

**Participant from the Zimbabwean Delegation**

***Chairperson***

**Dr. Heike Ostermann**

Sektorvorhaben Nachhaltige Ressourcennutzung in der  
Landwirtschaft  
Gesellschaft für Internationale Zusammenarbeit (GIZ)

**06:30 p.m. – 06:45 p.m. Closing Remarks**

***Summarizing the day***

**Mr. Heiko Schwiderowski**

Head of Unit "Sub-Saharan Africa / Development Policy"  
Association of German Chambers of Commerce and Industry (DIHK)

**07:30 p.m. – 09:30 p.m. Conference Reception for participants**

***Book launch "Agribusiness for Africa's Prosperity"***

**Dr. Mpoko Bokanga**

AgriBusiness Development Unit Chief  
United Nations Industrial Development Organisation (UNIDO)

**Friday, 30 November 2012**

IHK Hannover, Schiffgraben 49, 30175 Hannover

**09:00 a.m. – 09:45 a.m. Agricultural Initiatives of German Federal Ministries**

**Bilateral cooperation projects of BMELV**

**Mr. Klaus Supp\***

Directorate "International Projects, Twinning"  
German Federal Ministry of Food, Agriculture and Consumer  
Protection

**German Initiative for Agribusiness and Food Security in  
Emerging and Developing Countries (GIAF)**

**Mr. Björn Schildberg**

German Federal Ministry for Economic Cooperation and  
Development

**Ms. Kathrin Fochtmann\***

Coordinator GIAF, Sector Project Agricultural Trade and Private  
Sector Cooperation in Rural Areas  
Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ)

**09:45 a.m. – 10:15 a.m. Project presentations from Zambia**

**10:15 a.m. – 10:45 a.m. Project presentations from Zimbabwe**

**10:45 a.m. – 11:15 a.m. Networking Coffee Break**

**11:15 a.m. – 12:15 p.m. Panel IV – Market Access to the EU/SADC // Success stories**

***Keynote speaker***

**Thapsana Molepo**

Agricultural Attaché – Brussels  
Department of Agriculture, Forestry and Fisheries  
Republic of South Africa

***Discussants***

**Mr. Martin Muendlein**

Director - Global Project & Service Management  
Intertek Holding Deutschland GmbH

**Günter Gülker\***

Deputy CEO  
Southern African-German Chamber of Commerce and Industry

**Participant from SADC delegation**

**12:00 p.m. – 12:30 p.m. Closing session**

***The Way forward***

**Mr. Andreas Wenzel**

General Secretary  
Southern Africa Initiative of German Business – SAFRI

***Closing Remarks***

**H. E. Seiso Moyo**

Deputy Minister of Agriculture, Mechanisation and Irrigation  
Development of the Republic of Zimbabwe

**Mr. Christoph Kannengießer**  
Chief Executive Officer  
German African Business Association

**Dr. Horst Schrage**  
Chief Executive Officer  
Hannover Chamber of Commerce and Industry